

Message Text

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ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 271535Z AUG 75

FM AMEMBASSY ASUNCION

TO USDOC WASHDC

INFO SECSTATE WASHDC 5626

UNCLAS ASUNCION 3418

USDOC

E.O. 11652: N/A

TAGS: BBSR, PA

SUBJECT: WTDR - SCAVONE HERMANOS S.A.

REF: USDOC 11078

1. ADDRESS: CASILLA POSTAL 105; CALLE PALMA ESQUINA
INDEPENDENCIA NACIONAL, ASUNCION, PARAGUAY. CABLE:
SCAVONE. PHONE: 43276. OFFICER. ENRIQUE GIRALT,
ADMINISTRATIVE MANAGER.

2. LARGE FIRM ESTABLISHED 1905. EMPLOYS 260 OF WHICH
55 ARE ADMINISTRATIVE PERSONNEL, 15 RETAIL SALES
PEOPLE, 15 LOCAL SALESMEN, 3 TRAVELING SALESMEN, AND
160 WORKERS. ACTS AS IMPORTER, AGENT, DISTRIBUTOR,
WHOLESALE, AND RETAILER OF HEAVY AND LIGHT CHEMICALS,
DRUGS, TOILETRIES AND COSMETICS, PHARMACEUTICAL PREPARATIONS,
AGRICULTURAL CHEMICALS, VETERINARY PRODUCTS; MEDICAL,
SCIENTIFIC, AND LABORATORY INSTRUMENTS AND EQUIPMENT.
MANUFACTURES PHARMACEUTICAL PREPARATIONS, COSMETICS,
TOILETRIES, VETERINARY PRODUCTS, CLEANING MATERIALS AND SOAPS.

3. FINANCIAL REFERENCES: BANK OF AMERICA N.T. AND S.A.,
CASILLA POSTAL 1321, ASUNCION, PARAGUAY. COMMERCIAL
REFERENCES: UNION CARBINE CORPORATION, 270 PARK
AVENUE, NEW YORK, NY 10017.

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4. MAJOR FOREIGN FIRMS REPRESENTED: LEPETIT S.A.,

CALLE LEANDRO ALEM 896, BUENOS AIRES, ARGENTINA,
PHARMACEUTICALS, SINCE 1935; MERCK SHARP AND DOHME
ARGENTINA S.A.I.C., CALLE BELGRANO 1364, BUENOS AIRES,
ARGENTINA, PHARMACEUTICALS, SINCE 1949; NESTLE S.A.,
CALLE SANTA FE 1126, BUENOS AIRES, ARGENTINA, MILK
PRODUCTS, SINCE 1962; INDUSTRIAS DOW I.C.F.M.S.A.,
CALLE CORDOBA 1351, BUENOS AIRES, ARGENTINA.

5. THE FIRM OPERATES FROM AMPLE PREMISES LOCATED IN THE
HEART OF THE BUSINESS AND SHOPPING DISTRICT OF ASUNCION.
LARGE, MODERN MANUFACTURING FACILITIES ARE LOCATED TEN
MINUTES FROM DOWNTOWN ASUNCION. BOTH PREMISES ARE OWNED
BY A LARGE REAL ESTATE COMPANY CONTROLLED BY THE SCAVONE
FAMILY, WHO ALSO CONTROL AN AFFILIATE COMPANY, A.
DOLJAK S.R.L., WHICH ALSO HANDLES MEDICINAL PREPARATIONS.
THESE SCAVONES ARE RELATED TO THE SCAVONES WHO OWN
VICENTE SCAVONE Y CIA., S.A. (SAME LINES, AND THE ONLY
COMPETITOR OF SIMILAR SIZE, OF SUBJECT FIRM), AND
DOMINGO SCAVONE (A LARGE PHARMACY), BOTH OF ASUNCION.
THESE THREE FIRMS ARE INDEPENDENTLY RUN AND THERE ARE NO
APPARENT BUSINESS CONNECTIONS AMONG THEM. SCAVONE
HERMANOS S.A. IS ONE OF THE TWO LARGEST LOCAL COMPANIES
DEALING IN GOODS IT HANDLES. ITS OWN MANUFACTURES,
INCLUDING PRODUCTS MADE UNDER FOREIGN LICENSE, MAKE UP
APPROXIMATELY 50 PER CENT OF ITS TOTAL GROSS SALES. THE
FIRM DIVERSIFIED INTO MANUFACTURING IN 1965 UNDER THE
NAME LABORATORIOS CATEDRAL, WHICH IS A DIVISION OF
SCAVONE HERMANOS S.A. THE FIRM IS RUN BY A THIRD GENERATION
OF SCAVONES (NINE OF THEM ARE GRADUATE CHEMISTS AND/OR
PHARMACISTS), HAS A EXCELLENT BUSINESS IMAGE, GOOD BUSINESS
AND CREDIT RECORD, AND MAY BE CONSIDERED A SUITABLE TRADE
CONTACT FOR U.S. FIRMS.

6. AUGUST 1975.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 27 AUG 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975ASUNCI03418
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750296-1287
From: ASUNCION
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750811/aaaaajdg.tel
Line Count: 96
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION ARA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: hartledg
Review Comment: n/a
Review Content Flags:
Review Date: 05 FEB 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <05 FEB 2003 by ReddocGW>; APPROVED <30 JAN 2004 by hartledg>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: WTDR - SCAVONE HERMANOS S.A.
TAGS: BBSR, PA
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006